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1984/01/16

CONFIDENTIAL  
DEPARTMENT OF COMMERCE  
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INCOMING  
TELEGRAM

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ACTION OFFICE 4400-02

INFO CCEN-01 OPS-01 104-02 4401-01 NTIS-01 4110-01 4420-01  
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RR RUENDC

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R 160909Z JAN 84

FM AMEMBASSY BEIJING

TO RUENDC/USDOC WASHDC

INFO RUENC/SECSTATE WASHDC 3513

ZEN/AMCONSUL GUANGZHOU POUCH

ZEN/AMCONSUL SHANGHAI POUCH

BT

~~CONFIDENTIAL~~ SECTION 01 OF 03 BEIJING 00003

DOC FOR DAS LAWSON FROM SCIENCE COUNSELLOR; STATE FOR  
OES/SCT AND EAP/C

E.O. 12356: DECL: 12/16/88

TAGS: NSCA, TECH, ETRD, PREL, OVIP, CH, US

SUBJECT: VIEWS ON PROPOSED CEREMONY/SPEECH MARKING  
- LAUNCH OF SENIOR/EXECUTIVE SCHOOL DURING  
- PRESIDENT'S VISIT

REF.: 03 STATE 364568

1. ~~BT~~ WE APPRECIATE YOUR SOLICITING EMBASSY VIEWS  
ON WHAT LOOK TO BE EXCELLENT IDEAS. BEFORE ADDRESSING  
THE QUESTION OF A CEREMONY HERE, HOWEVER, WE SHOULD  
LIKE TO SHARE WITH YOU A KEY DECISION TAKEN BY THE  
AMBASSADOR AND STRONGLY SUPPORTED BY ALL PARTS OF THIS  
EMBASSY. THE U.S. HAS ARRANGED AN EXTRAORDINARY  
SCHEDULE FOR PREMIER ZHAO. WE SHOULD NOW PRESS THE  
CHINESE TO MEET THEIR RESPONSIBILITY TO PRODUCE SUGGES-  
TIONS FOR EQUIVALENT PUBLIC FORA AND SIGNIFICANT EVENTS  
DURING THE PRESIDENT'S VISIT HERE. ONCE THE CHINESE  
HAVE PRODUCED SOME IDEAS, THE U.S. WILL BE ABLE TO  
ASSEMBLE AND EVALUATE ALL THE POSSIBILITIES, INCLUDING  
THOSE WHICH, LIKE YOURS, THE U.S. HAS GENERATED ITSELF.  
THE CONSEQUENCE OF THAT DECISION IS THAT YOUR PROPOSAL  
SHOULD BE VETTED NOW WITH THE WHITE HOUSE, BUT IT SHOULD  
BE HELD BACK FROM THE CHINESE UNTIL THE CHINESE SUGGES-  
TIONS COME FORWARD.

2. ~~BT~~ WE SHOULD ALSO LIKE TO SHARE WITH YOU SOME OF  
OUR IMPRESSIONS CONCERNING CHARACTERISTICS BEING SOUGHT  
FOR THE PUBLIC EVENTS DURING THE VISIT. ONE REASON  
FOR BRINGING UP THESE POINTS IS THAT MANY ARE INDEED  
COVERED BY THE IDEAS RAISED IN THE REFTEL (ON SEVERAL  
POINTS THE CEREMONY IDEA SEEMS A BETTER FIT THAN ANY  
OTHER POSSIBILITIES WE HAVE HEARD). ANOTHER REASON  
IS THAT SOME REPACKAGING OR REPRIORITIZING OF THE  
ELEMENTS PRESENT WITHIN THE IDEA MIGHT HELP IN DOC'S  
EFFORTS TO HAVE A PRESIDENTIAL SPEECH/CEREMONY INCLUDED  
IN THE AGENDA. THE DESIRES FOR PUBLIC EVENTS, AS THE  
EMBASSY UNDERSTAND THEM, WOULD INCLUDE:

(A) OPPORTUNITY FOR MAJOR ADDRESS, ESPECIALLY ON  
POSITIVE ASPECTS AND DIRECTION OF THE RELATIONSHIP

(B) MEDIA COVERAGE FROM BOTH COUNTRIES (I.E.,  
NEWSPORTHY ACTIVITIES)

(C) OPPORTUNITY TO MEET WITH OR ADDRESS YOUNGER  
PEOPLE IN CHINA

(D) APPEARANCES OR ACTIVITIES WITH THE CHINESE  
LEADERSHIP

(E) ITEMS, ACTIVITIES, OR SITE-VISITS THAT ARE  
"DIFFERENT," I.E., HAVE NOT BEEN DONE BY OTHER  
STATE VISITORS TO CHINA, INCLUDING PREVIOUS  
PRESIDENTIAL VISITS

(F) ANY ACTIVITY MUST REFLECT THE DIGNITY OF THE  
OFFICE, I.E., "BE PRESIDENTIAL."

3. ~~BT~~ ON THE IDEAS PRESENTED IN THE CABLE, WE  
HAVE THE FOLLOWING REACTIONS:

(A) A SIGNIFICANT ADDRESS. THE LAUNCHING OF THE  
NEW SENIOR EXECUTIVE MANAGEMENT SCHOOL IS AN EVENT  
INTRINSICALLY RELATED TO U.S. INTEREST IN CHINA'S  
CRUCIAL MODERNIZATION POLICY. IT DERIVES FROM THE  
SAME POSITIVE U.S. ATTITUDE TOWARD CHINA THAT BROUGHT  
THE PRESIDENT'S HISTORIC DECISION ON TECHNOLOGY  
TRANSFER, THE CONCLUSION OF THE INDUSTRIAL/TECHNO-  
LOGICAL COOPERATION AGREEMENT (WHICH THE PRESIDENT IS  
SIGNING), AND THE U.S.-P.R.C. COOPERATION IN SCIENCE  
AND TECHNOLOGY, WHICH HAS GROWN UNDER PRESIDENT  
REAGAN'S ADMINISTRATION INTO THE LARGEST SUCH  
PROGRAM IN THE WORLD. THE CEREMONY THUS WOULD  
PRESENT AN EXCEPTIONAL VENUE FOR A SPEECH BY THE  
PRESIDENT BOTH ON U.S. INTEREST IN A MODERN, PRO-  
GRESSIVE CHINA AND ON AMERICAN CAPABILITIES AND  
ACTIONS THAT CAN HELP CHINA IN THE MODERNIZATION.  
THESE SEEM TO US TO BE AMONG THE VERY BEST POINTS  
IN THE IMPROVING U.S.-CHINA RELATIONSHIP. IF THE  
CHINESE LEADERSHIP WERE ALSO TO SPEAK (SEE ALSO  
POINT (C) BELOW), THE CHINESE SPEECH WOULD PERFORM  
ALSO BE DIRECTED TOWARD THE POSITIVE ASPECTS OF THE  
CHINA-U.S. RELATIONSHIP. HAVING CHINESE LEADERSHIP  
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Nancy Linn Patten  
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~~CONFIDENTIAL~~ SECTION 02 OF 03 BEIJING 00203

DOC FOR DAS LAWSON FROM SCIENCE COUNSELLOR; STATE FOR  
DES/SCY AND EAP/C

E.O. 12958: DECLASS. 12/16/00

TAGS: KSCN, TECH, ETAD, PREL, OVIP, CH, US  
SUBJECT: VIEWS ON PROPOSED CEREMONY/SPEECH MARKING

UNDERScore POSITIVE PARTS OF TH  
RELATIONSHIP WOULD,  
WE BELIEVE, SERVE THE PRESIDENT WELL. GIVEN CHINESE  
LEADERSHIP PARTICIPATION AND A LARGE AUDIENCE (SEE  
(E) BELOW), WE BELIEVE THE NATURAL LOCALE WOULD BE  
THE GREAT HALL OF THE PEOPLE, WHICH WOULD POSE REAL  
ADVANTAGES FOR MEDIA COVERAGE AND INTEREST.

(B) A CEREMONY. WE INDEED BELIEVE THAT A SHORT  
CEREMONY -- SETTING THE STAGE FOR BUT NOT OVER-  
SHADOWING THE SPEECH -- IS APPROPRIATE, BUT NOT  
IN TERMS OF THE OPENING OF "DALIAN CENTER'S SPRING  
SESSION." THAT EXPRESSION CAUSED SOME MILD CONFUSION  
WITHIN THE EMBASSY, FOR THE OPENING OF ONE OF THE  
YEARLY SESSIONS OF DALIAN IS NOT THE LEVEL OF EVENT  
TO WHICH ONE SHOULD CONSIDER DEVOTING THE PRESIDENT'S  
LIMITED TIME IN CHINA. THE KEY EVENT THIS YEAR UNDER  
THE S&T MANAGEMENT PROTOCOL IS, HOWEVER, ACTUALLY  
THE "LAUNCHING" OF THE NEW SENIOR EXECUTIVE SCHOOL.  
THE SCHOOL HAPPENS TO BE ATTACHED TO THE DALIAN  
FACILITIES, BUT, MORE IMPORTANTLY, IS A BRAND-NEW  
INITIATIVE UNDERTAKEN UNDER THE REAGAN ADMINISTRA-  
TION, NOT ITS PREDECESSOR. THE NEW SCHOOL WILL  
INCLUDE SENIOR CHINESE PERSONNEL, OF LEVELS OF  
RESPONSIBILITY HIGHER THAN THE CORE COURSE AT  
DALIAN WILL EVER TAKE. A NEW DEPARTURE IN U.S.-  
CHINESE COOPERATION, THE SENIOR EXECUTIVE SCHOOL IS  
A SOLID EXAMPLE OF ENHANCED CHINESE FAITH BOTH IN  
THE U.S. RELATIONSHIP AND IN THE DEMONSTRATED VALUE  
OF U.S.-ORIGIN MANAGEMENT METHODS. WE THUS BELIEVE  
THAT THE EVENT IS MOST "PRESIDENTIAL." WE WOULD URGE  
A CLOSER DEFINITION OF THE EVENT AND CEREMONY WHEN  
THE IDEA IS PLACED IN CONSIDERATION FOR INCLUSION IN  
THE PRESIDENT'S SCHEDULE.

(C) CHINESE LEADERSHIP PARTICIPATION. WE CONCUR WITH  
DAS LAWSON'S REASONING THAT PRESIDENTIAL PARTICIPATION  
IN AN EVENT THAT IS THE INITIATION OF A KEY JOINT UNDER-  
TAKING WOULD VIRTUALLY GUARANTEE CHINESE LEADERSHIP  
PRESENCE. FURTHERMORE, IF THE PRESIDENT SPEAKS, SOMEONE  
FROM THE LEADERSHIP WOULD ALSO DO SO. CHINESE LEADER-  
SHIP PARTICIPATION ALONGSIDE THE PRESIDENT WOULD TURN  
THE CEREMONY INTO A MAJOR MEDIA EVENT FOR CHINA AND  
WOULD GREATLY INCREASE THE DEPTH OF U.S. MEDIA COVERAGE  
DRAMATICALLY AS WELL. (THE WHITE HOUSE MAY WISH FOR  
PRESIDENT ALSO TO HAVE OPPORTUNITY TO ADDRESS A

CHINESE AUDIENCE ALONE -- NOT SHARING PODIUM WITH  
CHINESE LEADERSHIP. SUGGESTIONS FOR SUCH OCCASIONS  
SHOULD BE PRODUCED BY THE CHINESE THEMSELVES, AS  
DESCRIBED IN PARA ONE ABOVE).

(D) A SEPARATE "MANAGEMENT" PROTOCOL UNDER THE S&T  
AGREEMENT. THERE IS MERIT IN THE ESTABLISHMENT OF  
A SEPARATE PROTOCOL ON MANAGEMENT. THE CURRENT  
PROTOCOL DIVIDES CLEARLY INTO TWO PARTS, MANAGEMENT  
AND INFORMATION. EACH PART HAS DISTINCT ACTIVITIES  
AND DISTINCT ADMINISTRATIVE AGENCIES ON THE RESPECTIVE  
SIDES, SO SEPARATION IS EASY. A NEW PROTOCOL WOULD  
REFLECT THE SINGULAR SUCCESS OF THE MANAGEMENT  
COOPERATION TO DATE, AND SUBSTANTIATE U.S. CONTRI-  
BUTIONS OF OUR CONCEPTS, EXPERIENCES, AND IDEAS TOWARD  
A MODERN, STABLE CHINA. WHILE THE SIGNING MIGHT BE  
INCLUDED AS PART OF THE SPEECH/CEREMONY, WE SEE THE  
ACTUAL SIGNING AS LESS IMPORTANT THAN THE LAUNCHING  
OF SENIOR SCHOOL AND -- MOST SIGNIFICANT -- THE PRESI-  
DENTIAL ADDRESS. WE WOULD THEREFORE SUGGEST SCHEDULING  
THE SIGNING AS THE LAST OR OPTIONAL PART OF THE CEREMONY,  
DROPPING THE SIGNING IF THE SCHEDULE GETS TOO TIGHT.

(E) AUDIENCE AT THE CEREMONY. WE BELIEVE THAT THE  
FRONT RANKS OF THE AUDIENCE FOR SUCH A CEREMONY WOULD  
BE CHINESE AND AMERICAN LEADERSHIP. SEATED BEHIND  
THEM COULD COME THE CHINESE PARTICIPANTS AND FACULTY  
FOR THE NEW SENIOR EXECUTIVE SCHOOL. THE "MIDDLE TO  
BACK ROWS" OF THE AUDIENCE MIGHT BE FILLED WITH ALUMNI  
FROM THE CORE COURSE AT DALIAN, MAKING A TOTAL AUDIENCE  
OF 300 OR MORE. THIS EVENT CAN COVER THE DESIRE FOR  
EXPOSURE TO YOUNGER PEOPLE IN CHINA IN A WAY UNMATCHED  
BY OTHER SUGGESTIONS. AS THE GRADUATES OF THE CORE  
COURSE ARE GENERALLY OF THE AGES 23-45, AND AS THEY  
ARE THE IDENTIFIED "RISERS" IN THE CHINESE GOVERNMENT,  
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~~CONFIDENTIAL~~ SECTION 03 OF 03 BEIJING 00003

DOC FOR DAS LAWSON FROM SCIENCE COUNSELLOR; STATE FOR  
OES/SGT AND EAP/C

E.O. 12356: DECL: 12/16/88

TAGS: XSCA, TECH, ETAD, PREL, OVIP, CH, US  
SUBJECT: VIEWS ON PROPOSED CEREMONY/SPEECH MARKING

THE DALIAN ALUMNI MAY WELL BE THE MOST IMPORTANT GROUP OF YOUNG PEOPLE IN ALL OF CHINA. FURTHER, MORE THAN SIX HUNDRED OF THE SEVEN-HUNDRED-PLUS ALUMNI OF DALIAN LIVE WITHIN ONE DAY'S TRAIN TRAVEL OF BEIJING, AND WE WOULD EXPECT THEM TO WELCOME THE OPPORTUNITY TO BE INVITED TO HEAR A MAJOR ADDRESS BY THE PRESIDENT OF THE UNITED STATES. THUS THE CHINESE SHOULD HAVE NO REPEAT NO PROBLEM IN ASSEMBLING THE GROUP OF TWO-THREE HUNDRED ALUMNI MENTIONED IN THE REFTEL. THEY COULD PROBABLY GATHER MORE THAN 300 IF THE U.S. WANTED THEM TO DO SO.

4. 01) WE HAVE JUST LEARNED MORE ABOUT THE POSSIBILITY OF A PROTOCOL ON COOPERATION IN STATISTICS WHICH MIGHT BE READY FOR SIGNING BY THE TIME OF THE PRESIDENT'S VISIT. IF THAT PROTOCOL IS INDEED ADVANCED BY APRIL, ITS SIGNATURE MIGHT WELL BE ADDED TO THE ABOVE EVENT, ANOTHER ITEM OF AMERICAN PARTICIPATION IN CHINA'S CRUCIAL MODERNIZATION PROCESS.

5. ~~02~~ FYI. DOC PERSONNEL PRODUCED VERY VALUABLE SUGGESTIONS DURING RECENT CONSULTATIONS CONCERNING AMBASSADOR'S PROPOSAL FOR POSSIBLE PRESIDENTIAL INITIATIVE FOR A THINK-TANK. ONE OF THOSE SUGGESTIONS, INCORPORATING THE THINK-TANK UNDER THE EXISTENT MANAGEMENT COOPERATION IS A "DALIAN-B," APPEARED A REAL WINNER FOR AS LONG AS THE INSTITUTE WAS TO BE A "JOINT" ONE. THE IDEA HAS BEEN MODIFIED SINCE EARLY DECEMBER, HOWEVER. THE CONSENSUS OF THE AMERICAN EXPERTS ON CHINA SUBSEQUENTLY CONSULTED RAN STRONGLY AGAINST ANY IDENTIFIABLE "JOINT" NATURE, AND THE AMBASSADOR HAS DECIDED TO FORWARD A PROPOSAL THAT CALLS FOR THE CHINESE TO ESTABLISH -- AND FUND THEMSELVES -- A "CHINESE" RESEARCH CENTER, TO WHICH THEY WOULD INVITE AMERICAN (AND OTHER NON-CHINESE) PARTICIPATION. THE AMERICAN AND EVEN THE CHINESE PARTICIPANTS IN THE THINK-TANK MIGHT WELL INCLUDE INDIVIDUALS WHO HAVE CONTRIBUTED TO THE DALIAN COOPERATION, BUT THERE NOW SEEMS LITTLE LIKELIHOOD -- EXCEPT BY INFERENCE THROUGH ITS ANNOUNCEMENT IN THE PRESIDENT'S SPEECH -- OF ATTACHING THE THINK-TANK DIRECTLY TO THE COOPERATION. YOU WILL BE RECEIVING VERY SOON FURTHER DETAILS ON THE AMBASSADOR'S PROPOSAL, BUT WE WANTED YOU TO HEAR DIRECTLY ABOUT THE DROPPING OF THE "JOINT" ASPECT SO THAT YOU WOULD NOT COUNT ON THAT IN THE DRAFTING OF THE NEW PROTOCOL).

6. ~~03~~ EMBASSY ALSO HAS NOW IN PREPARATION A CABLE SUGGESTING AN OVERALL THEME FOR THE PRESIDENTIAL VISIT. YOU WILL SEE THAT YOUR IDEA IS FULLY CONSISTENT WITH THE SUGGESTED THEME. END FYI. FREEMAN  
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